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# Tulsa: an office profile

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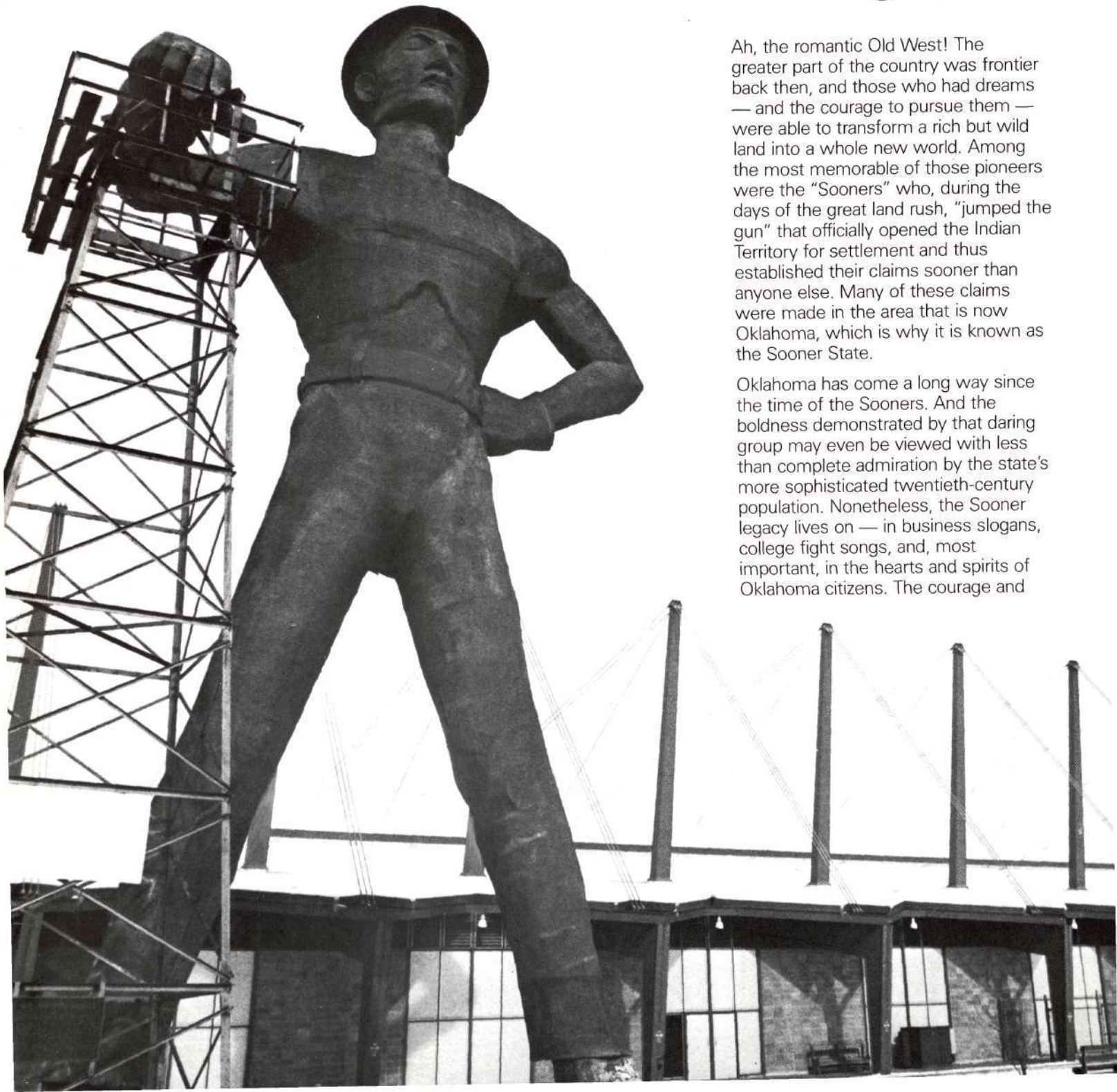
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MEI  
TULSA

## Taking Pride in Progress

Ah, the romantic Old West! The greater part of the country was frontier back then, and those who had dreams — and the courage to pursue them — were able to transform a rich but wild land into a whole new world. Among the most memorable of those pioneers were the "Sooners" who, during the days of the great land rush, "jumped the gun" that officially opened the Indian Territory for settlement and thus established their claims sooner than anyone else. Many of these claims were made in the area that is now Oklahoma, which is why it is known as the Sooner State.

Oklahoma has come a long way since the time of the Sooners. And the boldness demonstrated by that daring group may even be viewed with less than complete admiration by the state's more sophisticated twentieth-century population. Nonetheless, the Sooner legacy lives on — in business slogans, college fight songs, and, most important, in the hearts and spirits of Oklahoma citizens. The courage and





Oil and gas pumps, like the one pictured here, can be seen churning away throughout the Glenn Pool area outside of Tulsa. Because of their appearance in profile, the pumps are commonly known as "horse heads." Discovered in 1905, Glenn Pool was the oilfield whose vast resources gave Tulsa its reputation as "Oil Capital of the World."

sense of adventure that helped build the Sooner State are still very vital forces in its contemporary society.

Perhaps nowhere is the "Sooner spirit" more clearly apparent than in the city of Tulsa. Rising up at the edge of the gently rolling foothills of the Ozarks, along the Arkansas River, Tulsa seems in many ways a haven for modern-day pioneers. Contemporary Tulsans, though readily appreciative of the people and events that shaped their heritage, are no more willing than were their ancestors to turn their backs on the challenges and excitement of new frontiers.

Vestiges of Tulsa's rich frontier history are still quite prevalent in this cosmopolitan city. The old oak tree standing at the corner of Eighteenth and Cheyenne Streets is the very same under which the Creek Indians, who settled in Tulsa about 1832, are said to have conducted the first town meeting of "Tulsee," roughly translated as "Old Town," in 1836.

The Frisco Railroad's freight cars, which now provide Tulsa with three-day carload service to all major market areas, are reminiscent of another big event in the city's history — the extension of that railroad line in 1882 from Vinita, sixty-five miles northeast, to Tulsa. With the high percentage of ranchers in the early settlement population, the ability to transfer cattle by rail was a great boon to growth and prosperity. The town was incorporated as a municipality in 1898, nine years before Oklahoma became the forty-sixth state of the Union.

Perhaps the most significant symbols of Tulsa's early history are the oil and gas pumps that churn away throughout the surrounding countryside. Just before the discoveries of rich oil fields in nearby Red Fork (1901) and Glenn Pool (1905), the population of Tulsa was about 1,400. Within less than two decades, the irresistible enticement of "black gold" had attracted enough fortune seekers to multiply the town's population by more than fifty and leave





**RIGHT PHOTO**

Discussing the security features of the Bank of Commerce vault are (l. to r.) Tulsa MAS consultant Dick Williams; Jay Thomas, chairman of the Bank of Commerce & Trust Co.; Donne Pitman and Ralph Abercrombie, directors of the bank; and DH&S senior Ben Morris.

**BOTTOM PHOTO**

Conversing in the downtown Tulsa branch of the MidAmerica Savings and Loan Association are (l. to r.) DH&S manager Mike Bryant; John K. Mitchell and Thomas J. Oxley, executive vice presidents of MidAmerica; Donald E. Ingle, MidAmerica's chairman and chief executive officer; and DH&S senior Gary Brandon. MidAmerica is the second largest savings and loan association in the City of Tulsa.



Tulsa with the title it still bears today — "Oil Capital of the World."

Tulsa's oil industry has evolved and changed considerably since the early days, and drilling operations have largely given way to concerns such as refining, research and marketing. But the romance of discovery still lingers. Like the Sooner spirit that preceded it, the entrepreneurial fervor that brought Tulsa from a tiny settlement to its current metropolitan stature is reflected in many aspects of contemporary Tulsa life.

Although oil is still king of the city (approximately 1,000 oil-related companies operate out of Tulsa), rapidly growing industries are finance, metal fabrication, aviation and aerospace, and computers. Much of the recent expansion and diversification of Tulsa's economic base may be attributed to the opening of the Port of Catoosa, operations center for the 440-mile McClellan-Kerr Navigation System. By linking the Verdigris, Arkansas and Mississippi Rivers, the system opens Tulsa to low-cost water freight from as far north as the Great

Lakes and as far south as the Gulf of Mexico. The opening of the Port of Catoosa in 1971 not only established Tulsa as the newest and westernmost inland port city in the nation, but also represented yet another frontier conquered by that pioneering Tulsa spirit.

Among the many skyscraping structures of the city's compact downtown area is the First National Bank Tower, home of Deloitte Haskins & Sells' Tulsa office. Headed by partner Virgil Tilly, DH&S Tulsa is, in many ways, a microcosm of the dynamic city that surrounds it; as Tulsa grows, so does our practice.

And Tulsa is growing! With the current population at nearly half a million, the city is enjoying a prosperity that rivals even that of the early oil-boom days. Tulsa county's per capita personal income is well above the national average, employment rates are very high, and both commercial and private building contractors have hardly been able to keep up with the demands for more development. Rated by statisticians as one of the fastest-growing



The City of Tulsa as viewed from the top floor of the First National Tower Building, home of DH&S Tulsa.



cities in the United States, Tulsa has become the headquarters of an increasing number of large and small businesses in a variety of industries.

The DH&S Tulsa office, too, has undergone a period of great expansion in recent years. Over the last four years a number of changes and additions had to be made in order to keep pace with the growing demands for services. The size of the office staff was increased 100 percent to its current number of sixty-five. Office space, which was 5,000 square feet when DH&S moved to the twelfth floor of the newly completed First National Tower Building in 1974, was doubled by 1979. And, to be able to respond to the special needs of an increasingly diversified clientele, DH&S Tulsa established formal departments in tax, management advisory services and small business services.

A longtime resident of Tulsa, PIC Virgil S. Tilly, Jr. became a partner in DH&S in 1967 when the prominent Southwest firm of W. O. Ligon & Company, of which he was a partner, merged with our firm. His father, who had been managing partner of W. O. Ligon and a noted figure in the city of Tulsa, also served as a DH&S partner. Virgil became partner in charge of the office in June 1975.

Virgil's leadership of the Tulsa office seems to reflect his attitude toward the city itself: he believes in its future. His belief in the city and in its great potential has been demonstrated by the way that he has dedicated so much of his time and effort toward ensuring its continued growth and prosperity. "Tulsa is a highly organized city," he explained. "That is, the community as a whole is very concerned with the quality of life here. And the people are not satisfied just to maintain it; they want to better it — in every way possible. All you need are two or three persons with a common interest, and before you know it, it's an organization!"

Although a complete list of the organizations in which Virgil has served

Continued on page 8



Inspecting stacks of line pipe outside the warehouse of Grant Corporations are (r. to l.) Bill S. Richards, vice president and secretary-treasurer of Grant Corporations; DH&S Tulsa PIC Virgil Tilly; DH&S tax manager Donald G. Temple; and Robert H. Westfield, president of Grant Supply Company, a Grant Corporations subsidiary. Line pipe, which is used for the transmission of oil and gas, is just one of many oilfield and industrial products supplied by Grant and its subsidiaries.

#### BOTTOM PHOTO

Talking about new developments in savings and loan accounting techniques are (l. to r.) Rod L. Reppe, president and chief operating officer of Sooner Federal Savings and Loan; DH&S tax partner Dan Luechtefeld; Louis W. Grant, Jr., chairman and chief executive officer of Sooner; Charles W. Stidham, Sooner's senior vice president — finance; and DH&S audit partner Jim Dailey. Sooner Federal is the largest savings and loan institution in the State of Oklahoma.





# Culture in Tulsa



Classical music enthusiasts gather in the lobby of the Tulsa Performing Arts Center before an evening performance of the Tulsa Philharmonic. Completed in March of 1977, the \$19-million center is home to Tulsa's Little Theater Group, the Tulsa Ballet Theatre and Oklahoma's only opera, in addition to the Philharmonic Orchestra.



DH&S tax senior Byron Welliver (r.) makes a close examination of a ceremonial headdress, part of the world-renowned collection of Americana and Indian art at the Thomas Gilcrease Institute of American History and Art in Tulsa. Looking on are tax seniors Dan Thorne and Jenelle Schatz.







From the traditional to the progressive, from the historic to the futuristic, from the simplest to the most sophisticated — when it comes to cultural and recreational facilities, Tulsa and its surrounding area have enough variety to please even the most esoteric tastes. By combining the flavor of its own frontier heritage with the excitement of cosmopolitan ideas and trends, Tulsa has developed a cultural atmosphere that is both charming and unique. A brief list of the city's most popular attractions illustrates clearly how Tulsa has come to be known as the "Cultural Mecca" of Oklahoma.

**MUSEUMS** The Thomas Gilcrease Institute of American History and Art houses a spectacular \$12-million collection of Americana in general and American Indian art objects in particular. Internationally renowned permanent collections of art and sculpture are displayed at the Philbrook Art Center, a transformed mansion built by famed oilman Waite Phillips. The country's third largest collection of Judaica may be viewed at the Fenster Gallery of Jewish Art, and, in the World Museum/Art Center, there are twenty-five galleries of art treasures from more than a hundred countries.

**MUSIC AND DRAMA** The words "Play it again, Murry!" seen emblazoned upon signs, bumper stickers and billboards about the city refer to Murry Sidlin, conductor and music director of the very popular Tulsa Philharmonic Orchestra, which performs regularly at the Tulsa Performing Arts Center. Completed in March of 1977, the \$19-million center is also the home of Oklahoma's only opera, Tulsa's Little Theater Group and the Tulsa Ballet Theatre. The city is also a regular stop on the tours of many big-name popular musicians and vocalists.

**SPECTATOR SPORTS** Tulsa is home to the major-league soccer team, the Roughnecks. Also popular are the Class AA Tulsa Drillers of Texas League baseball, the Ice Oilers of the Central Hockey League and the Tulsa Twisters Rodeo Team. (The annual International Finals Rodeo is held in Tulsa.) Auto-racing enthusiasts may view a variety of events at the Tulsa Speedway and the Tulsa International Raceway. The sports teams of the various colleges and universities in the area are also very popular among Tulsa spectators.

**RECREATION** Lying amid the nation's largest system of manmade lakes, Tulsa offers its residents a wide range of hunting, fishing and water-sports opportunities. Seven country clubs and six public courses provide golfing facilities almost year round, and tennis players have 127 public courts from which to choose. Facilities are readily available for swimming, baseball and horseback riding. And, along the Arkansas River shoreline, is the River Parks Authority's "People Place," equipped with bicycle/pedestrian paths, picnic tables, playgrounds and physical fitness courses. The city's downtown area, which has undergone much renovation and development in recent years, is now a showplace resplendent with gardens, fountains, malls, picnic areas and entertainment gazebos, as well as many fine stores, restaurants and night spots.

**EDUCATION** Tulsa is the home of two private universities, the University of Tulsa and Oral Roberts University. The latter, with its scenic grounds and fascinating modern architecture, is among the city's foremost tourist attractions.

**CHURCHES** Sometimes referred to as the "City of Churches," Tulsa is home to

DH&S secretaries Kathy Tippey and Geneva Duggan (l. and r., respectively, on ice) test their skating skills at Tulsa's Williams Center Forum while audit seniors Tom Caldwell (l.), Kent Samuel and secretary Linda Farrar provide an appreciative audience. The forum, which is located in downtown Tulsa, houses a variety of entertainment facilities including a dozen restaurants, forty shops, a theater and the ice skating rink.

more than 500 congregations from sixty-five different denominations. The spires of the city's many beautiful churches stand out clearly in the Tulsa skyline.

**OTHER POINTS OF INTEREST** The Tulsa State Fair, an annual event at the city's Expo Square, is one of the nation's largest. The International Petroleum Exposition, held every five years in Tulsa, attracts visitors from around the world. Tulsa is also the United States Jaycees Headquarters, which is why it is sometimes given yet another epithet, "Young Men's Capital of the World."

Although the list of Tulsa's civic attractions could go on, the preceding examples are more than enough to convey the quality that makes Tulsa one of the most distinctively *liveable* cities in our country today. That quality is pride. The pride in and commitment to their city that Tulsans feel pervade every fiber of the civic fabric. Like the oil that brought the city its first taste of fame, Tulsan pride is a rich and powerful resource — one that has been and will continue to be the essential fuel for growth, development and diversification in this very cosmopolitan city.



Reviewing the latest financial statements of MAPCO Inc. are (l. to r.) Robert E. Thomas, chairman and chief executive officer of MAPCO; DH&S partner Jim Dailey; William H. Thompson, Jr., MAPCO's president and chief operating officer; and DH&S manager Steven W. Base. The interests of MAPCO Inc. include exploration for and production of coal, oil, gas and natural gas liquids; pipeline transportation of gas liquids and anhydrous (water-free) ammonia; and marketing of gas liquids and liquid fertilizers.



over the years in Tulsa would be too lengthy to include here, his current activities give some indication of the depth of his involvement. He is an executive board member and past president of The United Way, which is very active in Tulsa. He has served the Boy Scouts of America as president and in a number of other capacities and serves on its executive board. Virgil is also a member and past president of both the Southern Hills Country Club and the Tulsa Club. Currently he is president of the Arkansas Basin Development Association, the booster group that worked for the completion of the Port of Catoosa. Having always been active in community affairs, Virgil believes that civic involvement is healthy, as long as it's not to the exclusion of professional and personal life. "A balance must be struck," he says.

To what does Virgil attribute the surge of growth that the Tulsa practice has seen in recent years? "Although a number of factors have contributed to our expansion," he answers, "the strong foundation of our practice is perhaps the most important. You see, our client base is composed of a number of very large companies. Because we have a solid base of significant clients, it's been easier for us to expand in other areas — small businesses, not-for-profit organizations, and civic and cultural institutions, to name a few. These clients have proved invaluable to our practice development because they've brought us closer to the heart of the Tulsa community. They've helped to further our reputation. And in a city like Tulsa, reputation is extremely important."

Audit partner Bill Battey, who served in

the Philadelphia and Executive offices prior to transferring in 1976, expanded on Virgil's point. "Tulsa is a very close-knit city," he explained, "both in its physical layout and its atmosphere. To put it simply, everyone seems to know everyone else. Tulsans are extremely interested and involved in the furtherance of civic objectives. They are very well aware of the fact that the firm is involved in a number of civic projects. And they not only appreciate it, but they also remember it."

According to Virgil, another reason for the Tulsa office's success is the growth and development of its tax department. Tax services currently represent about 30 percent of the Tulsa practice. The department, which includes ten professionals, is headed by partner Dan Luechtefeld. Born and



raised in the St. Louis area, Dan joined the Saint Louis office of DH&S after graduating from the University of Illinois in 1965. He transferred to Tulsa in 1975 and became a partner of the firm in 1977.

While very pleased with the success and growth of the tax department in Tulsa, Dan plans for even greater expansion and diversification in the near future. "Our present tax practice includes an unusually large number of individual estate and fiduciary clients," he explained. "The Tulsa area has an exceptionally high personal per capita income, and thus personal tax services are very much in demand. While we have no intention of deemphasizing this segment of our practice, we believe the major area of growth in the future will be in corporate tax work. Our belief is that the growth of the tax practice will go hand in hand with that of our audit practice. By supporting our audit staff with consultation and advice on tax areas, we plan to make both large and small business clients much more aware of our tax services and expertise."

Accounting and auditing services, which make up about 60 percent of the Tulsa practice, are supervised and coordinated by partner Jim Dailey. An alumnus of the University of Washington (Seattle), James C. Dailey moved to Tulsa in 1961 and has been a partner of DH&S since 1974. Currently president of the 2,700-member Oklahoma Society of CPAs, Jim has taken an active role in both professional and civic organizations during his career in Tulsa. A specialist in both the oil and gas and savings and loan industries, he is a member of the firm's national industry committee for S&Ls.

"Savings and loan is one of our heaviest client industries," Jim explained. "Our clientele accounts for 25 percent of the S&L business in the state. Weighing heavily in this percentage are important clients Sooner Federal Savings and Loan, the largest S&L in Oklahoma, and

MidAmerica Savings and Loan, second largest S&L in Tulsa."

Other Tulsa audit clients represent a broad range of industries including oil and gas, public utilities, securities brokers, banking, manufacturing companies, not-for-profit organizations and government institutions. A significant client is MAPCO Inc., listed among *Fortune's* 500 largest industrials. MAPCO is engaged principally in the businesses of exploration for and production of coal, oil, gas and natural gas liquids; transportation by pipeline of gas liquids and anhydrous (water-free) ammonia; and marketing of gas liquids and liquid fertilizers.

Facet Enterprises, Inc., also included in the *Fortune* industrials listing, is a diversified manufacturing company whose products include filters, automotive components and chemicals, and industrial-waste treatment equipment. Facet is also the

originator of the BioCam Model Beta, a sophisticated multispeed bicycle that is expected to revolutionize bicycle racing and travel by requiring less energy to attain greater speeds.

Grant Corporations, a privately owned supplier of industrial valves and fittings and a line of oilfield supplies, has operations in eight states and several international locations. Another major client, OTASCO, is a subsidiary of Rapid-American Corporation (also a DH&S client) and operates 400 retail home and auto stores in the Midwest.

**Taking a tour of the OTASCO warehouse are (l. to r.) OTASCO treasurer Calvin E. Gilbert; DH&S manager Roger Wortham; Abe Brand, vice chairman of OTASCO; Edgar R. Sanditen, OTASCO's chairman of the board; and DH&S Tulsa PIC Virgil Tilly. The merchandise sold in OTASCO's home and auto stores includes auto parts and accessories, lawn and garden supplies, hardware, housewares, major appliances, sporting goods and leisure-time merchandise.**





Other Tulsa clients include the Grand River Dam Authority, a major public utility, and the Tulsa Philharmonic, the city's symphony orchestra.

Although, according to Virgil, "audit and tax services form the backbone of the Tulsa practice," small business and management advisory services are very much on the rise. Dick Williams, MAS consultant, is in charge of MAS in Tulsa. Brought in to establish the department in early 1977, Dick was joined in 1978 by consultant Bob Willis.

Both men are very optimistic about the MAS potential of the practice, in respect to both present clients and opportunities for new MAS engagements. "Tulsa is a very progressive city," Dick commented. "There is a lot of sophisticated technology available, and people are eager to put that technology to work in developing their own businesses."

One advantage with respect to new MAS clients is the fact that there are many small to medium-size businesses in Tulsa. Dick and manager Roger Wortham, head of Tulsa's small business services, have been coordinating their efforts to make these businesses aware of the many services offered by our firm. "We have been emphasizing our resources," Roger explained, "and the list of

companies that we have the potential to help is long. Business in Tulsa is booming! And we're confident that once people are made fully aware of the services we have available — which is what we are concentrating on now — our SBS and MAS practices are going to expand substantially."

"As you might expect," Virgil said, "both recruiting and training have always been among our highest priorities. We've been fortunate in that the reputation of the firm and of the DH&S office in Tulsa have been of great help in enabling us to recruit top people. This is important, of course, because of the growing number of practice-development opportunities we expect in the near future."

"Our personnel requirements are increasing steadily," commented manager Steve Base, coordinator of Tulsa's recruiting effort. "We will hire twenty new people this year." Most of the office recruiting is done at

**Tugboat pushes barge toward unloading dock at Tulsa's Port of Catoosa. In operation since 1971, the port not only opened the city to low-cost water freight from as far north as the Great Lakes and as far south as the Gulf of Mexico, but also established Tulsa as the newest and westernmost inland port city in the nation.**



Oklahoma State University (Stillwater), the University of Oklahoma (Norman), Tulsa University, The University of Arkansas (Fayetteville), and Oral Roberts University (Tulsa). However, the present professional staff includes graduates of eighteen different universities nationwide.

Steve pointed out that although six of the Big Eight accounting firms are established in Tulsa, DH&S offers several distinct advantages to those just starting their accounting careers. "In addition to the reputation of DH&S, the Tulsa office has an exceptionally well-rounded practice," Steve said. "But perhaps what attracts people more than anything else is the personality of the office. I would consider that to be one of our strongest selling points."

"Recruiting is a total office effort here," said Virgil. "From myself as the PIC to the newest assistant — it's everyone's concern. We encourage visiting students to talk to a wide spectrum of people here in order for them to get the total office picture." Tulsa's training and continuing education programs are coordinated by senior Mike Evanson. "Our training program combines national, regional and local meetings. In addition, we all attend seminars conducted by the Oklahoma State Society of CPAs and various trade and industry groups," Virgil said. "The staff in Tulsa receives between 120 and 150 hours of formal instruction each year and we encourage our people to supplement this training with available self-study type materials."

"Because Tulsa has become the home of so many large corporations, accounting services are very much in demand here," Virgil continued. "We are competitive because we have both the quantity and the quality of people that distinguish us from the rest."

"I think everyone in this office knows that quality service is our foremost priority. This is reflected quite clearly in the work that we do and the way that we function. This isn't to say that the



Joseph P. Hughes (center), senior vice president of Facet Enterprises, Inc., inspects Facet's new BioCam Model Beta, a sophisticated multispeed bicycle. Looking on are (l. to r.) DH&S partner Bill Battey; James B. Treacy, Facet's president and chairman; DH&S partner Jim Dailey; and Robert A. Geweniger, Facet's corporate controller.



atmosphere in the office isn't friendly. Quite the contrary. On the other hand, I do not try to insist that everyone here regard one another as members of an extended family. Each individual's right to a private life is respected. The friendliness in our office is not that of a family, or even a club. It is, instead, a friendliness based on mutual purpose and respect. We know that we have a job to do, and the better we can get along and communicate with one another while doing that job, the better it is for all involved. It is an atmosphere that fosters not only a professional working environment, but a rich personal life as well."

Outside professional hours, however, the members of the Tulsa staff enjoy a number of social events sponsored by the office. The yearly agenda is kicked off on April 15 with a "post-busy-season party" held at Tulsa's Southern

Hills Country Club. This is followed by the year-end dinner on May 31 at which promotions are announced.

In late summer there is a golf-tennis outing and dinner to which all office personnel and their guests are invited. But perhaps the most popular office event is the annual Christmas dinner-dance. Traditionally this event is organized by a senior and is held at the Tulsa Club, a client, located a few blocks from the DH&S Tulsa office. "The value of these office get-togethers is really something to be taken quite seriously," commented Jim Dailey. "They are social occasions, yes, but they also serve to introduce our newer members to the rest of the staff in a casual and relaxed atmosphere. They not only help to develop each individual's social abilities, but tend to foster a more close-knit feeling among the office group as a whole."

Given the remarkable growth of both the city and our practice, the future of DH&S Tulsa is regarded by all with optimism. And why not? By all present indications, it promises to be every bit as rosy as the sky over the Arkansas River on a balmy Tulsa evening.

"The progress that's been made in our audit and tax practices is a subject of great pride for all of us," Virgil concluded, "and we look forward to continued growth in our MAS and small business services departments. This means, of course, adding competent new staff members with fresh ideas and new approaches, and we're happy about that, too. Because good growth is the common denominator that really makes this office work. It's the goal toward which we all strive and, ultimately, it's the achievement that makes us all proud."

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